

From: Jeff White
To: Microsoft ATR
Date: 11/20/01 11:10am
Subject: MS Case comments

I would like to add my comments on my perspective of the Microsoft case.

As an educator in the state of Pennsylvania, I have been "forced" to use Microsoft Office because the State has adopted it as the standard software. Normally, this wouldn't disturb me, but in this case it does. The reason is that in order to win the bid, Microsoft drastically subsidizes their software. What would be a \$500 product when purchased on the open market is only \$55 when purchased by schools or colleges. No other vendor could reduce their product that much in cost to compete. The result? Microsoft takes over the office software market and pushes all competition out. They are either substantially undercutting the competition's prices by selling their product below cost, or they are price gouging on the open market. In either case, they have destroyed any sense of competition.

Furthermore, but "forcing" the state to accept a "deal they can't refuse," Microsoft has brought a burden to schools. I was the former Director of Technology in a school district for over 6 years. During that time, we installed over 800 computers and purchased and installed ClarisWorks/AppleWorks on all of the machines. Now, in order to maintain the standard with the state, the district is forced to change their software resulting in cost for the software, cost of installation, cost of training, and countless hours of instructional prep time lost to converting files to a software package that doesn't have as many capabilities. So much for freedom of choice within schools to teach following best practice principles.

lastly, since many schools use Macintosh computers, Microsoft consistently offers late, meager upgrades to their software for Mac users. Hence, the Windows users are always ahead, which is an unfair advantage by the company that makes Windows.

In my opinion, the company needs to be broken into two separate unrelated entities.

Sincerely,

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